



We help our customers succeed by creating comfortable, safe and cost-effective building environments.

Johnson Controls, long acknowledged as the leader in environmental control systems in the workplace, pioneered the concept of energy performance contracting in the area of energy conservation for educational and governmental facilities. We currently employ more than 500 professionals with expertise in designing, installing, operating and maintaining energy performance contracting projects that is unmatched in the industry.

Johnson Controls' Wide Range of Energy Performance Services

- | | | |
|-----------------------------------|---------------------------------|-----------------------------------|
| ✓ Energy Audit/Design | ✓ Commissioning | ✓ Energy Training Services |
| ✓ Energy Metering | ✓ Indoor Air Quality | ✓ Measurement and Verification |
| ✓ Construction/Project Management | ✓ Facility Operation Assessment | ✓ Energy and Financial Guarantees |
| ✓ Installation | ✓ Maintenance and Operations | ✓ Utility Procurement |

Why Johnson Controls?

- ✓ Johnson Controls is the industry leader in guaranteed energy performance projects contracting over \$2 billion in guaranteed energy savings.
- ✓ Johnson Controls maintains a network of support branch offices close to our Virginia customers in Alexandria, Richmond, Charlottesville and Norfolk ensuring effective resources to manage and implement these projects.
- ✓ Johnson Controls has proven guaranteed energy savings performance contracting processes developed through years of experience available to the Commonwealth of Virginia.
- ✓ Johnson Controls' projects have the commitment of the highest levels of our management.

ESCO 1 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO) SYNOPSIS OF OFFICE RESPONSIBLE FOR CONTRACT																																																																																																
Submitted By (Firm Name): Johnson Controls, Inc.																																																																																																	
Submittal For (Project Title): Services for Energy Performance Contracting for Commonwealth of VA																																																																																																	
1) FIRM NAME AND ADDRESS: (office where work will be done) Johnson Controls, Inc. Mid Atlantic Area Office 5740 General Washington Drive Alexandria, VA 22312-0248 TELEPHONE: 703-658-4481 FAX: 703-750-2646 FEIN / SSN: 39-0380010	2) YEARS IN BUSINESS a) Under Present name: 28 b) List other names and years 89																																																																																																
3) NAMES OF PARENT COMPANIES: (if any) Johnson Controls, Inc. (Headquarters Office) 5757 North Green Bay Road Glendale, WI 53209 TELEPHONE: 414-524-1200 FAX: 414-524-5609	4) SPECIFY TYPE OF OWNERSHIP: <table style="width: 100%; border: none;"> <tr> <td style="width: 5%; text-align: center;"><input type="checkbox"/></td> <td style="width: 80%;">Sole Proprietor</td> <td style="width: 5%; text-align: center;"><input type="checkbox"/></td> <td style="width: 10%;">MBE</td> </tr> <tr> <td style="text-align: center;"><input type="checkbox"/></td> <td>Partnership</td> <td style="text-align: center;"><input type="checkbox"/></td> <td>SBE</td> </tr> <tr> <td style="text-align: center;"><input type="checkbox"/></td> <td>Professional Corp.</td> <td style="text-align: center;"><input type="checkbox"/></td> <td>WBE</td> </tr> <tr> <td style="text-align: center;"><input checked="" type="checkbox"/></td> <td>Corporation</td> <td></td> <td></td> </tr> <tr> <td></td> <td>Virginia Certificate of Authority</td> <td></td> <td></td> </tr> <tr> <td></td> <td>Dated: _____</td> <td></td> <td></td> </tr> </table>		<input type="checkbox"/>	Sole Proprietor	<input type="checkbox"/>	MBE	<input type="checkbox"/>	Partnership	<input type="checkbox"/>	SBE	<input type="checkbox"/>	Professional Corp.	<input type="checkbox"/>	WBE	<input checked="" type="checkbox"/>	Corporation				Virginia Certificate of Authority				Dated: _____																																																																									
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5) NAMES OF NOT MORE THAN TWO PRINCIPALS TO CONTACT: (Title, e-mail, and Phone Number) John Poggi, Account Executive, John.J.Poggi@jci.com, 410-382-4882 Rick Barrett, Account Executive, Richard.T.Barrett@jci.com, 410-978-6925																																																																																																	
6) PROPOSED CONSULTANTS OR OTHER OFFICES PROVIDING SERVICES: <table style="width: 100%; border: none;"> <thead> <tr> <th style="text-align: left;"><u>FIRM NAME</u></th> <th style="text-align: left;"><u>FUNCTION / RESPONSIBILITY</u></th> <th style="text-align: left;"><u>WORKED WITH PRIME BEFORE?</u></th> </tr> </thead> <tbody> <tr><td>HCYU & Associates</td><td></td><td></td></tr> <tr><td>Hanover Engineers</td><td></td><td></td></tr> <tr><td>Baskervill & Son</td><td></td><td></td></tr> </tbody> </table> (Attach Firm Data Form ESCO-2 for each consultant or other office)			<u>FIRM NAME</u>	<u>FUNCTION / RESPONSIBILITY</u>	<u>WORKED WITH PRIME BEFORE?</u>	HCYU & Associates			Hanover Engineers			Baskervill & Son																																																																																					
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DAVID P. WESTRICK

Area Installation Manager, Johnson Controls

Education: BSEE (Electrical Engineering)—Penn State University
MBA—Penn State University

Responsibilities:

- ◆ Responsible for the construction/ installation of all large-scale projects for the area
- ◆ Manage the Project Managers all large-scale projects
- ◆ Coordinate and staff all projects
- ◆ Perform technical reviews for feasibility
- ◆ Assure quality, safety, and customer satisfaction

Relevant Experience:

Have spent the last few months working with Johnson Controls as Installation Manager:

- ◆ Worked as Project Manager for 10 years on the Pentagon Renovation Program (\$1.2 billion). Experienced in all phases related to managing large-scale projects (planning, design, construction, commissioning, and turnover).
- ◆ Worked for five years as Project Coordinator in the new construction of the Eastern Distribution Center for New Cumberland Army Depot. Managed the design, procurement, installation, and testing of all of the computer systems for the new Distribution Center.

Representative Projects:

- ◆ **Bio-Mass Plant**—New facility to create electricity from chicken waste
- ◆ **Greenville Hospital**—Responsible for the design and construction of the mechanical, electrical, plumbing, and controls (over \$6M)
- ◆ **Kennedy Center ESPC**—New energy savings performance contract for the Kennedy Center to save energy and maintenance costs (over \$6M)
- ◆ **Pentagon Wedge 1**—Responsible for the one million square feet renovation to remove all hazardous material, demolition, new construction (including all new utilities), tenant fitout, furniture installation, and phased move-in (\$250M)
- ◆ **Pentagon Heating and Refrigeration Plant**—New chillers, boilers, and distribution systems to support the Pentagon (\$80M)

TECHNOLOGY EXPERIENCE

- ☒ Boiler Improvements
- ☒ Chiller Improvements
- ☒ Building Automation Systems (BAS)/ Energy Management and Controls Systems (EMCS)
- ☒ Heating, Ventilating, and Air Conditioning
- ☒ Lighting Improvements
- ☒ Building Envelope Modifications
- ☒ Chilled Water, Hot Water, and Steam Systems
- ☒ Electric Motors and Drives
- ☐ Refrigeration
- ☒ Renewable Energy Systems
- ☒ Electrical, Electrical Distribution, and Cogeneration Systems
- ☐ Water and Sewage Conservation
- ☐ Rate Reduction and Auditing Systems
- ☒ Feasibility Study and Design
- ☒ Training
- ☐ Waste Stream Management/Medical Waste Processing

BRIAN HESS**Installation Manager, Johnson Controls****Education:** BS, Mechanical Engineering—UMBC**Responsibilities:**

- ◆ Provide complete technical coordination and oversight responsibility for all EPC assessments, engineering, design, and audit for the area.
- ◆ Coordinate additional technical resources to augment the branch office's capabilities throughout the area to deliver maximum value and enhance customer satisfaction.
- ◆ Support EPC program and engineering managers in meeting all technical objectives within budget and schedule constraints.
- ◆ Provide open communications and effective customer liaison regarding technical issues with customer sites, as required.
- ◆ Assist in integrating and leveraging additional subcontracted technical resources via A&E firms and ESCO subcontractors.
- ◆ Provide the technical coordination and technical resources to ensure performance to the highest ethical conduct, quality, and technical excellence standards, including but not limited to, surveys/studies, design, documentation, measurement/ verification, and technical management.
- ◆ Responsible for all final construction commissioning processes.

Relevant Experience:

- ◆ Thirteen years experience with Johnson Controls. Two years experience in engineering, 10 years in project management, and currently hold the position of installation manager.
- ◆ Worked with state and local government, school districts, and hospitals on the installation of energy management systems, and have been integral part of quality control development measures and safety programs.

Representative Projects:

U.S. Naval Academy—Project Manager at USNA with many projects completed; most recently, the first five phases of renovations at Bancroft Hall, a project in excess of \$3 million.

TECHNOLOGY EXPERIENCE

- ☒ Boiler Improvements
- ☒ Chiller Improvements
- ☒ Building Automation Systems (BAS)/ Energy Management and Controls Systems (EMCS)
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